

WHAT IS CLAIMED IS:

1. A call cycle setting device for setting a cycle for calling on a customer in the field of call sales in which a product is sold by being delivered and consigned to the customer, comprising:

first storage means for storing proposed call cycles that have been set in advance;

means for inputting a consumed amount of the product when calling on the customer;

second storage means for storing the input consumed amount;

means for acquiring a current consumed amount and a past consumed amount from the second storage means and calculating a rate of increase or decrease in the current consumed amount compared to the past consumed amount;

third storage means for storing the calculated rate of increase or decrease;

means for acquiring both the rate of increase or decrease from the third storage means and the proposed call cycles from the first storage means and setting the call cycle corresponding to the rate of increase or decrease; and

means for outputting the set call cycle.

2. A call cycle setting method for setting a cycle for calling on a customer in the field of call sales in which a product is sold by being delivered and consigned to the customer, wherein:

proposed call cycles that have been set in advance are stored;

an amount of the product that has been consumed is input

and stored when calling on the customer;

a current consumed amount and a past consumed amount are acquired from the stored consumed amount and a rate of increase or decrease in the current amount consumed compared to the past consumed amount is calculated and stored;

the stored rate of increase or decrease is acquired and a call cycle corresponding to the rate of increase or decrease is selected from the proposed stored call cycles and set; and

the set call cycle is output.

09944 070220 T45F660